

## Message Text

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64

ACTION XMB-07

INFO OCT-01 ARA-11 ADP-00 AID-20 CIAE-00 COME-00 EB-11

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 OPIC-12 CIEP-02

LAB-06 SIL-01 SAL-01 OMB-01 RSR-01 /087 W  
----- 087300

R 021930 Z APR 73

FM AMEMBASSY BUENOS AIRES  
TO SECSTATE WASHDC 1533

UNCLAS BUENOS AIRES 2246

E. O. 11652: N/ A

TAGS: ETRD, AR

SUBJECT: REQUEST FOR FCIA COVERAGE OF SALE TO M. SALGUEIRO

REF: A) BA-7075, 11/8/72; B) A- 475, 9/21/72; C) A-602,  
11/22/72; D) A-16, 1/11/73 ; E) A-105, 2/26/73;  
F) A-165, 3/26/73.

FOR EXIMBANK PASS FCIA

1. EMBASSY HAS BEEN REQUESTED BY VENDOR TO CONFIRM FINANCIAL STANDING OF MANUEL SALGUEIRO S. A. C. I. F. WHICH HAS SPENDING \$200,000 LOAN COVERAGE REQUEST BEFORE FCIA.
  2. SALGUEIRO IS ONE OF TWO MOST IMPORTANT GENERAL MOTORS DISTRIBUTORS IN ARGENTINA. FIRM IS ACCUSTOMED TO OPERATE IN LARGE CREDITS FROM GREAT BRITAIN FOR SALES OF GM- TEREX EQUIPMENT FROM BRITISH FACTORIES. THE COMPANY RECENTLY INAGURATED A HEAVY EQUIPMENT REPAIR FACILITY. SALGUEIRO ALSO REPRESENTS JAPANESE AND OTHER FOREIGN SUPPLIERS WHO OFFIER REGULAR CREDIT INSURANCE ARRANGEMENTS.
  3. MARINE DIESEL ENGINES COULD BECOME AN IMPORTANT U. S. EXPORT TO ARGENTINA IN THE FUTURE, ANDTHIS SALE MAY BE ONE OF THE DOOR OPENERS. FURTHER, SALGUEIRO MAY SHIFT SOURCING FROM ENGLAND TO U. S. ON SOME ROAD BUILDING MACHINERY IF THIS OPERATION PROVES SUCCESSFUL.
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4. IN VIEW OF SOLID LOCAL POSITION OF SALGUEIRO, WE RECOMMEND  
FCIA REVIEW POSSIBILITY OF COVERING MARINE DIESEL ENGINES.  
LODGE

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\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* UNCLASSIFIED

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 02 APR 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1973BUENOS02246  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** n/a  
**Errors:** n/a  
**Film Number:** n/a  
**From:** BUENOS AIRES  
**Handling Restrictions:** n/a  
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**Legacy Key:** link1973/newtext/t19730431/aaaahjnb.tel  
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**Office:** ACTION XMB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** BA-7075, 11/8/72, A- 475, 9/21/72, A-602, 11/22/72  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** kelleyw0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 19 FEB 2002  
**Review Event:**  
**Review Exemptions:** n/a  
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EO Systematic Review  
30 JUN 2005

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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** <DBA CORRECTED> gwr 971117  
**Subject:** REQUEST FOR FCIA COVERAGE OF SALE TO M. SALGUEIRO  
**TAGS:** ETRD, AR  
**To:** SECSTATE WASHDC  
XMB  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005